



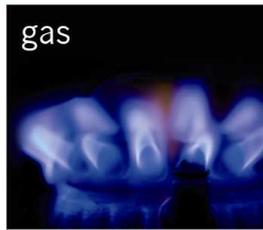
## Introducer Business Opportunity

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## The number 1 force in commercial utilities

As the leading energy Introducer in the U.K. we offer a unique service to our clients that is second to none. Irrespective of the size of a business, we offer a service appropriate to their needs. Add the fact we operate our own telecommunications company; the result is we offer our clients an extensive service. This results in a fantastic business opportunity for anyone looking to start their own business with small capital outlay giving enormous earning potential.

## A dynamic business capitalising on the multi-million £ commercial utilities industry in the UK.

Utilitrack introduces a system that delivers revolutionary efficiency for existing Introducer businesses and lucrative opportunities for individual entrepreneurs looking for a new and exciting challenge. We provide a **turnkey** solution providing all of the training and a full time support team.

## Our Unique Tracking Software

The system named '**Utilitrack**' was originally developed as a standalone application for the management of new and existing Utility brokers. Utilitrack has now evolved into an interactive web based portal which is capable of managing and supporting a base of thousands of Introducers, and their working brokers and clients.

## Utilitrack is continuing to achieve substantial penetration in the SME market.

Utilitrack can empower almost anyone with the ability through our clear and simple business ethos to achieve an income that fits with their personal goals.

This empowerment throws open the gates to what has until now been an enigmatic industry requiring extensive experience and industry knowledge. Utilitrack facilitates the opportunity to earn fantastic commissions.

## National Introducer Base

Our Business Partner and Introducer numbers are increasing significantly which will result in extensive coverage of the whole of the UK from large cities to rural communities.

## We offer our customers a superior service, free of charge and without obligation.

By offering our **comprehensive tendering service** from all of the major suppliers in each business sector, we ensure the best prices for our clients are achieved.

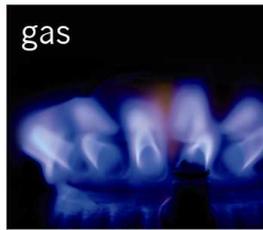
## Key Opportunity Benefits

- ◆ A Proven Business Model
- ◆ No Capital Cost
- ◆ A Valuable Asset
- ◆ Full Business Support
- ◆ Substantial Income Potential
- ◆ Online portal for full transparency of deal status and commission schedule.
- ◆ A business that can be built full or part time.

## Key Client Benefits

There are many benefits to using our services but here are just a few:-

- ◆ We are truly **independent** and are not tied to any single supplier.
- ◆ We have the **buying power** to negotiate rates an individual organisation could not obtain.
- ◆ We have a **specialist** team dedicated to obtaining quotes from all the major suppliers using our unique state-of-the-art software.



## Bill Management

Our extensive product range enables us to offer a complete 'hassle free' bill management service. This allows our clients to get on with running their businesses with the peace of mind that each contract they hold for energy or telecommunications will be monitored and promptly renewed at the end of each contract by our team of experts thereby avoiding the costly 'rollover trap'.

## We believe in the value of personal relationships

Our client base is built through our **national** Broker and Introducer base and the existing relationships with their current list of clients. This ensures a secure platform on which our licensees will build a solid foundation of **residual** commissions.

## Our Platform

We want our licensees to succeed and will ensure they have all the tools you need to gain a competitive advantage through our comprehensive tendering service which will impress their clients.

## Product Summary

Below is a summary of the products we offer:-

<b>Gas</b>	We offer a full tendering service for all sizes of gas supply and can even work with larger clients to buy directly from the European wholesale markets to achieve the best rates available.
<b>Electricity</b>	We offer a full tendering service for all types of electricity supply ranging from small profiles to larger half hourly meters and have specialist buyers for all businesses.
<b>Energy Efficiency</b>	We can achieve significant reductions in energy usage by completing an on-site assessment and instigating a wide range of energy saving products that not only reduce your costs but more importantly reduce your carbon emissions. Our assessments carry an accreditation and instigate an environmental plan for all our clients.
<b>Telecoms</b>	We offer the complete range of telecommunication solutions ranging from inbound calls to outbound calls and mobiles. Having access to all the major carriers in the UK we can offer huge reductions in telephony costs.

## Key Opportunity Benefits

- ◆ A Proven Business Model
- ◆ No Capital Cost
- ◆ A Valuable Asset
- ◆ Complete Training Package
- ◆ Substantial Income Potential
- ◆ Online portal for full transparency of deal status and commission schedule.
- ◆ Income that can be built full or part time.

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## Current Market Background

Our experience in various aspects of the utilities marketplace and extensive hands on experience has enabled us to develop state of the art software systems through which the company has identified a **significant business opportunity**.

### Industry Challenges

There are many independent Introducers servicing the Business Utilities market, however the majority of these are 'one man bands' who are restricted in the services that they can offer to their clients. This is due to the onerous administration that currently exists within the industry.

### Problems Facing a Typical Utility Broker

To facilitate the procurement of utility contracts the Broker will typically work the following way:-

- ◆ Always attempt to sign the client on the initial visit. This gives utility Brokers a bad name as they are seen as a nuisance and often **cold call** clients with unsolicited visits.
- ◆ Have to carry the latest price lists and contract pads from the suppliers they work with. This is often **limited** to one or two suppliers as they could not physically carry around more paperwork than this. This also removes the option of keeping the client with their current supplier if it happens to be a supplier they do not have a deal with.
- ◆ Keep a **manual** diary of renewals and cancellation dates. This becomes impossible to maintain as client numbers grow. Renewals are often missed leading to lost commissions.
- ◆ Complete all quotation documents manually which can easily lead to mistakes on pricing as the pricing structure within the industry is dependent on so many factors.
- ◆ Complete all contract paperwork manually which can again easily lead to mistakes and contracts not 'going live' in time and contract end dates being missed. This would leave the client rolling over on to much higher prices than those that could have been provisioned.
- ◆ Offer a **limited** product range as they would need expertise on each product to be able to calculate prices and discuss the client's requirements.
- ◆ Have **no instant visibility** as to the status of a deal or the commission schedule.
- ◆ Spend a large proportion of the week following up on laborious **administrative** tasks and filling out paperwork.
- ◆ Have to spend time investigating any objections for any of the contracts they provision. This could **waste vast amounts of time** without guaranteed success due to limited time constraints.
- ◆ Spend vast amounts of time on the telephone to suppliers establishing contractual status.

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## Introducer License

A unique opportunity to own a 'Utilitrack Introducer License'.  
A real business opportunity with massive income potential.

**Utilitrack presents a major opportunity for you to create a residual revenue stream from your clients or contacts.**

Utilitrack offers you the key to the **multi-million £** business utilities industry and its huge potential for commission on every unit of gas, electricity and telecom call time that your customers use every day, every month, every year. Enhancing your skills as a business professional a 'Introducer Licence' will provide you with access to Utilitrack, an online Admin Centre. Utilitrack is a 'quote through to contract' back office support system which enables you to start up a new Introducer business from scratch. An Introducer works with an **established Broker** that along with our administration team will give the complete support required.

### A simple approach

Utilitrack provides all the technical support and admin from its headquarters in Leeds. Very **keen prices** and full documentation from quotes to final contract ensure the best utility solution for the client and the best commission payments direct to you. All you need to start your business is access to the internet and potential clients.

### Utilitrack tracking system

Utilitrack schedules all contract terminations and tenders and tracks the status of all contracts for your clients. You can forget the tedious administration process and concentrate on enhancing your client base. You are kept informed as to the status of all contracts by email as an events happen.

### Improved sales & efficiency

**Empowers** brokers to deliver more signed contracts with instant access to highly trained administration staff giving opportunity for more time with prospects, more quotes and more sales which results in **more income**. You **the introducer**, work together with **your broker**

### There are no limits

Track and build your income to levels that suit you and your lifestyle. You can build up your clients. There are **no limits** on size or income potential which can realistically run in to **five figures**. Our administration team generates the required paperwork and pays commissions direct.

### Setup cost

An **Introducer Licence is free**, you work with an Utilitrack broker as part of their team.

### Key Benefits

- ◆ Work from home or office
- ◆ No experience required
- ◆ Substantial income potential
- ◆ Build an unlimited client base nationwide
- ◆ No administration paperwork

### What You Receive

- ◆ Optional website accessed via your unique marketing code
- ◆ Ongoing support and guidance from your working broker

# Frequently Asked Questions

## **Is this concept multi level marketing?**

Absolutely not, you decide your entire business strategy. You can work alone or build a team as large as you want. Income is simply based upon contracts and commissions generated from your growing base of utility contract customers. There are no levels, thresholds or qualifying volumes.

## **Do my clients have to pay anything?**

No. Our services are completely free of charge and without obligation. Your clients have a choice in whether they wish to use a supplier from our detailed cost comparison.

## **Who bills the client?**

We provision energy and telecommunication contracts direct with the suppliers using wholesale rates we have obtained. The billing and customer service is provided by the supplier as usual.

## **Do my clients have to change supplier?**

No, one of the options we offer any client is the best price obtained from their current supplier. They may decide to stay with them on our new price which in most cases will be significantly lower than they were offered direct.

## **Are commissions fixed?**

No, our commissions are mostly calculated on usage. This means that the more the client uses the more commissions are earned.

## **What is the quickest way to earn money?**

That's easy, start with your first signed up client. As soon as the contract is live then the commission schedule starts up. Some products pay quicker than others.

## **How can I estimate potential earnings?**

Ask for a copy of our Projections Calculator. This is a complex calculator that allows you to tailor your projected sales by product depending on the number of contracts you can provision over a period of time. The calculator shows a detailed three year breakdown of potential earnings using your selected sales figures. Will you sign 1 a week or 10? Would you want to build a team of 2 Introducers or 20? It's entirely up to you how you scale your business to your required level of earnings.

## **Do I have to employ staff?**

No. If you build a team Utilitrack take care of all commission calculations and payments to you and your team direct.

## **Is this a franchise?**

No, though it does have some similarities in the way that strong branding is promoted and it's a ready to run business with training and know how provided. Unlike a franchise you will find there's no huge initial cost outlay and the associated high financial risk. We don't demand certain levels of turnover and performance and we don't encumber you with the need for premises, equipment and stock which impact on cash flow. You simply register with one of our licence options and agree to work within our ethical guidelines - that's it, the rest is about generating signed contracts that build your commission schedule.

## **Will I be restricted to a designated area?**

No. The fantastic thing about this opportunity is you can work anywhere in the UK that your contacts and referrals take you and there is no necessity to travel. We show you how to work efficiently and how to work intelligently with introducers and referrers.

## **What do I need to get started?**

1. A desire to succeed
2. Prospect of client base
3. Access to a computer with broadband connection
4. Access to a fax machine
5. Your unique and secure user login for Utilitrack

## **How do I get Started?**

Simply fill in the 'Registration Of Interest' form and email, fax or send to the address below and you will have taken your first step towards building what could be a life changing business decision.



# Registration Of Interest

Please contact me with more information about the Utilitrack Business opportunity.

I understand that I am under **NO OBLIGATION** other than to agree to keep the information provided to me in **STRICT CONFIDENCE** to facilitate my thorough evaluation of this business opportunity [the Purpose].

## Your Details

All fields marked \* must be completed

Title *	<input type="text"/>	Name *	<input type="text"/>
Address Line 1 *	<input type="text"/>		
Address Line 2	<input type="text"/>		
Address Line 3	<input type="text"/>		
Town *	<input type="text"/>		
County	<input type="text"/>		
Postcode *	<input type="text"/>		
Telephone No. *	<input type="text"/>		
Mobile No. *	<input type="text"/>		
Email Address *	<input type="text"/>		
Where did you hear about us	<input type="text"/>		
Introducer Code *	<input type="text"/>	<i>From the person who sent you this guide</i>	

## In signing this form I agree to:-

- 1) To keep in confidence and in safe custody any information, knowledge, data, know-how, financial information, plans, business plans and any other material ("Information") communicated; and not use any Information for any reason other than the Purpose.
- 2) Return The Information to you on demand.
- 3) Not to use The Information for any purpose without prior written consent.
- 4) Obtain from my employees and agents a written undertaking in your favour to maintain the confidentiality of The Information.
- 5) Neither divulge/permit my employees or agents to divulge The Information to any third party/subsidiary company without prior written consent.
- 6) Not make or allow my employees or agents to make a copy of The Information without prior written consent.
- 7) Recognise that the Utilitrack and Utilitrack trademarks and logo are the property of Utilitrack Ltd.
- 8) Recognise the copyright attached to The Information.
- 9) Not challenge your rights to The Information or to the copyright subsisting therein.

## Declaration

Please sign and date the section below

Signature *	<input type="text"/>	Date *	<input type="text"/>
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